

**PURCHASERS' QUESTIONNAIRE**  
**STEEL-CONSUMING INDUSTRIES:**  
**COMPETITIVE CONDITIONS WITH RESPECT TO STEEL SAFEGUARD MEASURES**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Economics, Room 603-E  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than June 4, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with investigation No. 332-452 (Steel-Consuming Industries: Competitive Conditions with Respect to Steel Safeguard Measures) under section 332(g) of the Tariff Act of 1930 (19 U.S.C. 1332(g)). The information in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 332 of the Tariff Act of 1930. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm purchased steel products of the types for which import relief was granted (as defined in the instruction booklet) since April 1, 2000?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. Section 332(g) provides that the Commission may not release information which the Commission considers to be confidential business information, unless the party submitting the confidential business information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information. The Committee has requested that the Commission provide a non-confidential (public) report.*

*The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
Name and Title of Authorized Official (please print)

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature of Authorized Official

( ) \_\_\_\_\_  
Phone

( ) \_\_\_\_\_  
Fax

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 10 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Economics, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436. Further information on this questionnaire can be obtained from Amelia Preece (202-205-3250, [apreece@usitc.gov](mailto:apreece@usitc.gov)).

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                  \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire.

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- I-3. Is your firm owned, in whole or in part, by any other firm?

"    No    "    Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, that import steel into the United States?

"    No    "    Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I. GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related domestic or foreign firms that produce steel?

" No " Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. Which of these categories **best** describes your firm or what your firm produces? (Check **one**.)

**Steel-products producer/processor/distributor**

" Distributor/service center " Hot roller " Cold roller " Welded pipe  
 " Seamless pipe " Bar finisher " Coating processor  
 " Wire " Industrial fastener producer " Fabricator/forging/stamper

**Transportation equipment**

" Motor vehicle producer " Automotive parts producer " Intermodal shipping containers  
 " Military or aviation products " Ships, barges, freight cars

**Machinery and equipment**

" Agricultural, construction, mining, materials handling, other heavy machinery & equipment  
 " Power and communications equipment " Other machinery and equipment " Industrial boilers

**Construction**

" Metal buildings, metal framing, culvert pipe, roofing, roof drainage, and siding  
 " Storage tanks " Bridge/highway construction  
 " Rebar fabricator " Other construction

**Containers**

" Steel barrels and drums " Canning products

**Consumer and commercial goods**

" Home appliances " Metal furniture, stands, shelving, and accessories  
 " Hardware, excluding industrial fasteners " Cutlery and non-powered hand tools

**Other**

" Other \_\_\_\_\_

**PART II.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

**PLEASE NOTE THAT THE QUESTIONS IN THIS SECTION REFER TO ANY OF THE STEEL PRODUCTS FOR WHICH IMPORT RELIEF WAS GRANTED (SEE INSTRUCTION BOOKLET). IF YOUR RESPONSE DIFFERS DEPENDING ON THE TYPE OF STEEL, PLEASE NOTE THIS IN YOUR RESPONSE AND PROVIDE SEPARATE INFORMATION FOR EACH STEEL PRODUCT.**

- II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of steel (report based on delivery date, not order date). **Please report separately for each of the specified products, photocopying this page as necessary.**

**CARBON AND ALLOY FLAT STEEL:**

" Slab      " Plate      " Hot-rolled sheet and strip      " Cold-rolled sheet and strip  
 " Corrosion-resistant (and other coated sheet and strip)      " Tin mill products

**CARBON AND ALLOY LONG PRODUCTS:**

" Hot-rolled bar and light shapes      " Cold-finished bar      " Rebar

**CARBON AND ALLOY TUBULAR PRODUCTS:**

" Welded pipe, not including OCTG      " Flanges and fittings

**STAINLESS STEEL:**

" Bar and light shapes      " Rod      " Wire

<i>(Quantity in Short tons, value in \$1,000)</i>			
Item	April 2000-March 2001	April 2001-March 2002	April 2002-March 2003
<b>PURCHASES OF DOMESTIC STEEL:</b>			
Quantity			
Value			
<b>PURCHASES OF IMPORTED STEEL (FROM ALL SOURCES):<sup>1</sup></b>			
Quantity			
Value			
<b>PURCHASES OF IMPORTED STEEL FROM COUNTRIES EXCLUDED FROM SAFEGUARD MEASURES:</b>			
Quantity			
Value			
<b>PURCHASES from service centers in which the sources were commingled:</b>			
Quantity			
Value			
<sup>1</sup> Include imports from all sources, including countries that were included in the safeguard measures and those that were excluded from the safeguard measures.			

**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

**For all questions in Part II, if your answers differ by the type of steel purchased, please report separately for each type of steel purchased.**

**In the remainder of part II if you do not know the information please give your best estimate.**

II-2. a) How have your purchases of **domestically-produced** steel (based on quantity) changed since April 1, 2002? (Check **one**).

" increased 1-5 percent      " increased 6-10 percent      " increased 11-20 percent

" increased by more than 20 percent

" decreased 1-5 percent      " decreased 6-10 percent      " decreased 11-20 percent

" decreased by more than 20 percent

" unchanged      " other (explain) \_\_\_\_\_

b) If you reported a change above, please state the reasons for the change in your firm's purchases of domestic steel. Due to: (Check as many as apply).

" a higher price of imports caused by the safeguard remedies.

" other factors attributable to the safeguard remedies.

" other factors not related to the safeguard remedies.

c) Please list, in the space provided below, the factors that affected your firm's purchases of steel and discuss which factors were the most important reasons for the changes in your firm's purchases.

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**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

- II-3. a) How have your purchases of **imported** steel (both imports from countries subject to the safeguard measures and imports from countries that are exempt from the safeguard measures) changed since April 1, 2002? (**Check two, one for imports from countries subject to the safeguard and one for imports from countries exempt from the safeguard measures**).

**Imports from countries subject to the safeguard measures:**

- " increased 1-5 percent      " increased 6-10 percent      " increased 11-20 percent  
 " increased by more than 20 percent  
 " decreased 1-5 percent      " decreased 6-10 percent      " decreased 11-20 percent  
 " decreased by more than 20 percent  
 " unchanged      " other (explain) \_\_\_\_\_

**Imports from countries exempt from the safeguard measures:**

- " increased 1-5 percent      " increased 6-10 percent      " increased 11-20 percent  
 " increased by more than 20 percent  
 " decreased 1-5 percent      " decreased 6-10 percent      " decreased 11-20 percent  
 " decreased by more than 20 percent  
 " unchanged      " other (explain) \_\_\_\_\_

**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

- II-3. b) If you reported a change above, please state the reasons for the change in your firm's purchases of imported steel. (Check as many as apply)

**Changes in the purchases of imports from countries subject to the safeguard measures due to:**

"

a higher price of imports caused by the safeguard remedies.

"

other factors attributable to the safeguard remedies (please explain below).

"

other factors not related to the safeguard remedies (please explain below).

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**Changes in the purchases of imports from countries exempt from the safeguard measures due to:**

"

a higher price of imports caused by the safeguard remedies.

"

other factors attributable to the safeguard remedies (please explain below).

"

other factors not related to the safeguard remedies (please explain below).

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- II-4. a) Has your firm changed steel suppliers since April 1, 2002?

"

Yes.

"

No

**If yes, -- please indicate which of the following changes you have made.**

My firm has shifted: (Check as many as apply).

"

from purchasing imported steel to purchasing domestic steel.

"

from purchasing domestic steel to purchasing imported steel.

"

from purchasing imported steel from countries which are subject to safeguard measures to purchasing imported steel from countries which are **exempt** from the safeguard measures.

"

purchases among domestic producers.

"

other.

**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

II-4. b) Since April 1, 2002, has your firm changed its share of steel purchased from U.S. producers, steel service centers, importers, and from other sources?

" No " Yes--Increased share from: (check appropriate box(es))  
 " U.S. producer(s) " service centers " importer(s)/foreign producer(s)  
 " other sources (report the sources.) \_\_\_\_\_

Source	Percent share from April 1, 2001 to March 31, 2002	Percent share from April 1, 2002 to March 31, 2003
U.S. producers		
Steel service centers		
Importers		
Other sources		
<b>Total</b>	<b>100%</b>	<b>100%</b>

c) If your firm has changed steel suppliers since April 1, 2002, please give the reasons for the change.

My firm has changed steel suppliers due to: (Check as many as apply)

" higher prices of steel.  
 " problems with availability resulting from the safeguard remedies (please explain below).  
 " other changes that resulted from the safeguard remedies (please explain below).  
 " other reasons not related to the safeguard remedies (please explain below, noting which factors were the most important in your firm's decision).

II-5. Have suppliers of **domestically produced steel** changed their marketing practices since April 1, 2002?

" Yes. " No

If yes, please check the appropriate box(es) below and describe the changes.

" fewer discounts " longer lead times  
 " fewer spot sales, more contract sales " more spot sales, fewer contract sales  
 " longer contract period " shorter contract period  
 " refusal to quote " larger minimum orders  
 " less flexibility in delivery times " less flexibility in product specifications  
 " other \_\_\_\_\_



**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

II-6. Since April 1, 2002, have certain sizes/grades/types of steel been available from only a single source that were previously available from multiple sources?

" No " Yes—Please provide the information below for these products.

<b>Product (e.g, slab, hot-rolled, cold-rolled, etc.)</b>	<b>Sources before April 1, 2002 (firm names and countries)</b>	<b>Current source (firm name and country)</b>

II-7. a) As a result of the steel safeguard measures, did your firm or your customers shift from using steel to another material (e.g., another metal, plastics, etc.)?

" No " Yes

**If yes,** please explain what products your firm switched to and the effects on your steel consumption and business (e.g., reduced steel consumption by \$34 million since April 2001 by shifting to aluminum ... customer shifted \$10 million of parts made of steel to plastics, therefore we lost this account.)

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II-8. a) Since April 1, 2002, after the safeguard remedies were implemented, has your firm experienced difficulties obtaining steel in the quantities or in the quality specifications necessary to meet its needs?

" Changes in quantities " Changes in quality " Changes in both " No change

**If changes occurred,** please check the appropriate box(es) and describe the changes.

" higher steel prices posed the principal difficulty  
 " allocations " delayed deliveries " longer lead times " shortages  
 " broken contracts " other changes in existing contracts  
 " steel supplier's refusal to quote to my firm " Other \_\_\_\_\_

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**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

- II-8. b) If your firm reported changes in II-8-a, please provide details for each product noting the difficulty encountered, the time period(s) involved, the amount, and the suppliers involved.

<b>Product (e.g., slab, hot-rolled, cold-rolled, etc.)</b>	<b>Difficulty encountered (II-8-a)</b>	<b>Source (firm name and country)</b>	<b>Time period</b>	<b>Amount (short tons)</b>

- c) Did any difficulty(ies) reported in II-8-a cause your firm to experience any of the following actions? (Check as many as apply.)

"

problem was short term and diminished

"

shutdown " curtailed production " worker layoffs " reduced profits

"

failure to meet customer delivery schedule—monetary penalties

"

lost customer(s) " changes in the products you produce to reduce your steel use

"

changes in investments " changes in location of production " reduced sales

"

other \_\_\_\_\_

- d) If the difficulty(ies) reported in II-8-a caused your firm problems listed in II-8-c, report the amount of the change (i.e. how long you shutdown, or sales before and after the change...), and the significance to your firm of each difficulty.

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**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

II-9. a) Since April 1, 2002, have prices changed for steel products under contracts (or previously under contract) of 6 or more months that are covered by the safeguard measures?

" No " Yes—Please provide the information below.

Product (e.g, slab, hot-rolled, cold-rolled, etc.)	Source before April 1, 2002, (firm and country)	Price before April 1, 2002 (price per short ton)	Current source (firm and country)	Highest price since April 1, 2002 (price per short ton)	Most recent price (price per short ton)

b) Since April 1, 2002, have prices changed for steel products purchased on the spot market or under contracts of less than 6 months that are covered by the safeguard measures?

" No " Yes—Please provide the information below.

Product (e.g, slab, hot-rolled, cold-rolled, etc.)	Source before April 1, 2002, (firm and country)	Price before April 1, 2002 (price per short ton)	Current source (firm and country)	Highest price since April 1, 2002 (price per short ton)	Most recent price (price per short ton)

c) If prices changed, what factors do you believe influenced the prices of these steel products?

" The safeguard remedies were the **only** important factor influencing prices.

" The safeguard remedies were one of several factors that influenced prices.

" The safeguard remedies did not affect the price.

d) If the safeguard remedies were not the only important factor, what other factors affected the price of steel products?

Factors which increased price:

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Factors which reduced price:

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**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

II-10. a) Since April 1, 2002, has the average lead time changed between placement of your orders for steel and delivery? Lead times: (Check **one**).

" increased                      " decreased                      " unchanged

b) For each product for which lead times have changed, report below the average lead time before April 1, 2002, and the current lead time.

Product (e.g, slab, hot-rolled, cold-rolled, etc.)	Lead time before April 1, 2002 (number of days)	Current lead time (number of days)	Source country

II-11. a) Since April 1, 2002, have any steel suppliers modified or abrogated contracts with your firm?

" Yes                      " No

**If yes**, –Please check box(es) to indicate any difficulties you have experienced.

Suppliers were unable to provide:

" product in a timely manner.      " agreed product specifications.      " agreed quantity.

" an increased quantity as specified in the contract.

" product at the agreed price.      " other \_\_\_\_\_

b) If your suppliers have modified or abrogated contracts, please fill in the table below.

Product (e.g, slab, hot-rolled, etc. )	Length of original contract	How contract was modified or abrogated (see II-11-a)	Problem(s) that resulted from modified or abrogated contract, (i.e. shutdowns, layoffs, less production, profits, etc.) and amount lost	Source (firm name and country)	Date(s) that the contract was modified or abrogated

**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

II-12. a) Since April 1, 2002, if the price of the steel you purchased increased has your firm (check as many boxes as are applicable).

"

successfully passed on your steel price increases to your customers

"

unsuccessfully tried to pass on your steel price increases to your customers

"

absorbed your increased steel costs without changes in operations

"

absorbed your increased steel costs but made changes in operations such as layoffs, reduced overhead costs, etc.

"

shifted production off shore, or outsourced to foreign sources to limit the amount of higher priced steel your firm purchased

"

other (explain) \_\_\_\_\_

b) If any of your customers refused to accept price increases arising from your increased cost of steel please report what happened to the sale(s).

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II-13. Since April 1, 2002, have you lost sales to foreign competitors in the U.S. market or abroad because of increased costs of the steel you purchased?

"

No

"

Yes—Please report the information requested below.

End product	Value of sale lost (dollars)	Date of lost sale	Country to which the sale was lost	Value of steel in end product (dollars)	Quantity of steel in end product (short tons)

**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

- II-14. a) Between April 1, 2000 and March 31, 2002, how did the price of steel purchased by your firm compare to the price of steel purchased by firms located in other countries? (Check **one**.)

" U.S. prices were higher      " U.S. prices were lower  
 " U.S. and foreign prices were the same

**If prices differed, U.S. prices were**

" 1-10 percent higher      " 11-20 percent higher      " More than 20 percent higher  
 " 1-10 percent lower      " 11-20 percent lower      " More than 20 percent lower

- b) Since April 1, 2002, how has the price of steel purchased by your firm compared to the price of steel purchased by firms located in other countries? (Check **one**.)

" U.S. prices were higher      " U.S. prices were lower  
 " U.S. and foreign prices were the same

**If prices differed, U.S. prices were**

" 1-10 percent higher      " 11-20 percent higher      " More than 20 percent higher  
 " 1-10 percent lower      " 11-20 percent lower      " More than 20 percent lower

- c) Please report any additional information you have as to how your steel prices compared with steel prices in other countries.

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- II-15. Did your firm shift to sourcing finished parts or assemblies from overseas as a result of the safeguard measures?

" No      " Yes

**If yes**, please discuss noting the steel product(s) that your firm had been purchasing, the finished product(s) that your firm purchased from overseas, and the time period during which this occurred.

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**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

- II-16. To the best of your knowledge, did your customers shift to sourcing finished parts or assemblies from overseas as a result of the safeguard measures?

" No                      " Yes

**If yes**, please discuss noting the product(s) that they had been purchasing from you, the finished product(s) that they purchased from overseas, and the time period during which this occurred.

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- II-17. Has your firm relocated or shifted U.S. downstream production to foreign plants or facilities as a result of the safeguard measures?

" No                      " Yes

Comments: \_\_\_\_\_

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- II-18. To the best of your knowledge, has there been a relocation or shift of U.S. downstream production by other firms to foreign plants or facilities as a result of the safeguard measures?

" No                      " Yes

Comments: \_\_\_\_\_

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- II-19. Please indicate how prices of similar grades/types/sizes of steel from different countries have changed since April 1, 2002. Please answer for all countries with which you are familiar.

**Country:**

United States	"	increased	"	decreased	"	same	range of change _____ %
_____	"	increased	"	decreased	"	same	range of change _____ %
_____	"	increased	"	decreased	"	same	range of change _____ %
_____	"	increased	"	decreased	"	same	range of change _____ %

**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

II-20. Please indicate any anticipated changes in your firm's employment, profitability, capital investment, and competitiveness vis-a-vis foreign competitors after September 20, 2003 under two scenarios: (1) if the current safeguard measures on steel are continued from September 20, 2003 through March 2005 (taking into account the scheduled changes in the safeguard measures as described in the definition booklet,<sup>1</sup>) and (2) if the current safeguard measures on steel are terminated effective September 20, 2003. Please explain your response in the space provided.

**Likely employment:****Continuation of relief:**

- " Increase 1-5 percent
- " Increase 6-10 percent
- " Increase 11-20 percent
- " Increase by more than 20 percent
- " Decrease 1-5 percent
- " Decrease 6-10 percent
- " Decrease 11-20 percent
- " Decrease by more than 20 percent
- " No change

**Termination of relief:**

- " Increase 1-5 percent
- " Increase 6-10 percent
- " Increase 11-20 percent
- " Increase by more than 20 percent
- " Decrease 1-5 percent
- " Decrease 6-10 percent
- " Decrease 11-20 percent
- " Decrease by more than 20 percent
- " No change

Comments: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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<sup>1</sup> For example, p. 13 of the definition booklet indicates that the described "cold-finished bar" is subject to 30% additional tariffs through March 19, 2003, 24% additional tariffs through March 19, 2004, and 18% additional tariffs through March 20, 2005.



**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued****II-20.—Continued****Likely profitability:****Continuation of relief:**

- " Increase 1-5 percent
- " Increase 6-10 percent
- " Increase 11-20 percent
- " Increase by more than 20 percent
- " Decrease 1-5 percent
- " Decrease 6-10 percent
- " Decrease 11-20 percent
- " Decrease by more than 20 percent
- " No change

**Termination of relief:**

- " Increase 1-5 percent
- " Increase 6-10 percent
- " Increase 11-20 percent
- " Increase by more than 20 percent
- " Decrease 1-5 percent
- " Decrease 6-10 percent
- " Decrease 11-20 percent
- " Decrease by more than 20 percent
- " No change

Comments: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Likely capital investment:****Continuation of relief:**

- " Increase 1-5 percent
- " Increase 6-10 percent
- " Increase 11-20 percent
- " Increase by more than 20 percent
- " Decrease 1-5 percent
- " Decrease 6-10 percent
- " Decrease 11-20 percent
- " Decrease by more than 20 percent
- " No change

**Termination of relief:**

- " Increase 1-5 percent
- " Increase 6-10 percent
- " Increase 11-20 percent
- " Increase by more than 20 percent
- " Decrease 1-5 percent
- " Decrease 6-10 percent
- " Decrease 11-20 percent
- " Decrease by more than 20 percent
- " No change

Comments: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART II. MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued****II-20.—Continued****Likely competitiveness vis-a-vis foreign suppliers:****Continuation of relief:**

- " Increase
- " No change
- " Decrease

**Termination of relief:**

- " Increase
- " No change
- " Decrease

Comments: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Other (please list): \_\_\_\_\_****Continuation of relief:**

- " Increase 1-5 percent
- " Increase 6-10 percent
- " Increase 11-20 percent
- " Increase by more than 20 percent
- " Decrease 1-5 percent
- " Decrease 6-10 percent
- " Decrease 11-20 percent
- " Decrease by more than 20 percent
- " No change

**Termination of relief:**

- " Increase 1-5 percent
- " Increase 6-10 percent
- " Increase 11-20 percent
- " Increase by more than 20 percent
- " Decrease 1-5 percent
- " Decrease 6-10 percent
- " Decrease 11-20 percent
- " Decrease by more than 20 percent
- " No change

Comments: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--TRADE AND RELATED INFORMATION**

III-1. Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, [apreece@usitc.gov](mailto:apreece@usitc.gov)).

Who should be contacted in your firm regarding the information requested in part III?

Company contact:

\_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
Fax No.

\_\_\_\_\_  
Email address

Company name: \_\_\_\_\_ Product(s) produced: \_\_\_\_\_

III-2. **Trade and related information on product(s) produced from steel products for which import relief was granted (see instruction booklet).**--Report your firm's production and employment (and changes due to steel safeguard remedies (April 2002-March 2003)) related to the **product(s) produced from steel products for which import relief was granted** in your U.S. establishment(s) during the specified calendar periods. (See definitions in the instruction booklet.) **Report separately for each input product, photocopy this page as necessary and indicate the input product for which you are reporting. If you cannot separate the input products or use more than one input product for the same end product, check the combination input product box along with the specific product input boxes and report for the combined input products.**

" Slabs " CTL/clad plate " Hot-rolled sheet, strip, and coils " Cold-rolled sheet and strip, other than GOES " Corrosion-resistant and other coated sheet and strip " Tin mill products

" Hot-rolled bar and light shapes " Cold-finished bar " Rebar

" Welded tubular product other than OCTG " Flanges and fittings

" Stainless steel bar and light shapes " Stainless steel rod " Stainless steel wire

" Combination of input products checked above

(Value in \$1,000)				
Item	April 2000 - March 2001	April 2001 - March 2002	April 2002 - March 2003	Changes due to steel safeguard remedies, increase (decrease)
<b>COST OF PRODUCTION</b> (value)				
<b>AVERAGE NUMBER OF PRWs</b>				
<b>HOURS WORKED BY PRWs</b> (1,000 hours)				
<b>WAGES PAID TO PRWs</b> (value)				

**PART IV.--FINANCIAL INFORMATION**

IV-1. Further information on this part of the questionnaire can be obtained from James Stewart (202-205-3196, *jstewart@usitc.gov*).

Company name: \_\_\_\_\_

Who should be contacted in your firm regarding the requested financial information?

Company contact: _____	_____
Name and title	Phone No.
_____	_____
Fax No.	Email address

Reports and statements.—To assist us in analyzing your questionnaire response with your audited financial statements, please provide a photocopy of the page(s) for each fiscal year from your company's SEC form 10-K, audited annual report, or other annual report that you are using to derive the financial data by product(s).

**PART IV.--FINANCIAL INFORMATION--Continued**

Company name: \_\_\_\_\_ Product(s) produced: \_\_\_\_\_

IV-2. **Operations on product(s) produced from steel products for which import relief was granted (see instruction booklet).**--Report the commercial net sales value and related cost information and your firm's capital expenditures (and changes due to steel safeguard remedies (April 2002-March 2003)) requested below on **operations on product(s) produced from steel products for which import relief was granted.** Include only net sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Provide data for the calendar periods shown. **Report separately for each input product, photocopy this page as necessary and indicate the input product for which you are reporting. If you cannot separate the input products or use more than one input product for the same end product, check the combination input product box along with the specific product input boxes and report for the combined input products.**

- " Slabs " CTL/clad plate " Hot-rolled sheet, strip, and coils " Cold-rolled sheet and strip, other than GOES " Corrosion-resistant and other coated sheet and strip " Tin mill products
- " Hot-rolled bar and light shapes " Cold-finished bar " Rebar
- " Welded tubular product other than OCTG " Flanges and fittings
- " Stainless steel bar and light shapes " Stainless steel rod " Stainless steel wire
- " Combination of input products checked above

(Value in \$1,000)				
Item	April 2000 - March 2001	April 2001 - March 2002	April 2002 - March 2003	Changes due to steel safeguard remedies increase (decrease)
<b>Commercial net sales value</b>				
<b>Cost of goods sold:</b>				
Raw materials:				
Subject input product(s) checked above:				
From U.S. producers				
From imports				
Other raw materials				
Total raw materials				
Direct labor				
Other factory costs				
Total cost of goods sold				
<b>Gross profit or (loss)</b>				
<b>Selling, general, and administrative expenses</b>				
<b>Operating income or (loss)</b>				
<b>Other income and expenses:</b>				
Interest expense				
All other income or expenses, net				
<b>Net income or (loss) before income taxes</b>				
<b>Capital expenditures</b>				